

# TRAFFIC FIGURES

## Q4 2015

### Operating performance

	Q4 2014	Q4 2015	Change
<b>Regularity</b>	99.9%	99.9%	0.0 pp
<b>Punctuality</b>	99.4%	95.1%	-4.3 pp

### Internet bookings

	Q4 2014	Q4 2015	Change
<b>International</b>	60.6%	66.8%	+ 6.2 pp
<b>Estonian domestic</b>	37.6%	54.2%	+ 16.6 pp

Similarly to last quarter, the highest increase was seen in the "The Baltics-Central Europe" group, where the number of departures has doubled compared with last year. This also brought with it a 64% increase in passenger numbers. The new Budapest route and additional departures on Vilnius-Warsaw have contributed the most to the group's result.

Once again the routes connected to St. Petersburg have shown better than expected results. All the routes have been increasing despite the unstable economic and political situation. The amount of passengers in the fourth quarter of 2015 compared with the same quarter of 2014 has grown by 16% and the traffic measured in revenue kilometres by almost 20%, compared with 2014.

Compared with the previous year, the number of passengers on all routes has grown by around 15% in Q4 2015. Although we did 10% more journeys in 2015, the load factor was more or less the same compared with the fourth quarter of 2014. Also the RPK increased by 17%.

Passengers			
Route groups	Q4 2014	Q4 2015	Change
<b>The Baltics</b>	78,103	82,703	5.9%
<b>To/from St.Petersburg</b>	89,133	103,479	16.1%
<b>The Baltics-Central Europe</b>	33,081	54,298	64.1%
<b>Estonia domestic</b>	205,582	230,008	11.9%
<b>Others</b>	12,392	9,774	-21.1%
<b>Total</b>	<b>418,291</b>	<b>480,262</b>	<b>14.8%</b>

Number of journeys			
Route groups	Q4 2014	Q4 2015	Change
<b>The Baltics</b>	2,748	3,115	13.4%
<b>To/from St. Petersburg</b>	2,747	2,782	1.3%
<b>The Baltics-Central Europe</b>	548	1,096	100%
<b>Estonia domestic</b>	4,795	5,249	9.5%
<b>Others</b>	546	360	-34.1%
<b>Total</b>	<b>11,384</b>	<b>12,602</b>	<b>10.7%</b>

Passenger load factor			
Route groups	Q4 2014	Q4 2015	Change
<b>The Baltics</b>	48.9%	47.5%	-1.4%
<b>To/from St. Petersburg</b>	48.1%	52.6%	4.5%
<b>The Baltics-Central Europe</b>	59%	57.7%	-1.3%
<b>Estonia domestic</b>	69.7%	70.3%	0.6%
<b>Others</b>	46.5%	56.2%	9.7%
<b>Total</b>	<b>54.9%</b>	<b>56.5%</b>	<b>1.7%</b>

There were about 10% more departures in 2015 in the Estonian domestic routes group. This prevented the load factor from growing, although we had a 12% increase in passenger numbers and a 10% growth in traffic measured by revenue kilometres.

	Revenue passenger km (mil.)		
	Q4 2014	Q4 2015	Change
<b>The Baltics</b>	25	27.3	9%
<b>To/from St. Petersburg</b>	32.5	38.9	19.6%
<b>The Baltics-Central Europe</b>	21.3	30.3	42.5%
<b>Estonia domestic</b>	34.8	38.4	10.4%
<b>Others</b>	7.1	6.4	-9.2%
<b>Total</b>	<b>120.8</b>	<b>141.4</b>	<b>17.1%</b>

\*The company excludes route groups with sensitive information and/or franchised routes.